



2024  
**APRIL**

**COLLINGWOOD**

Real Estate Market Report

# OVERVIEW

## BUYERS MARKET

The Collingwood real estate is a buyers market this month with an increase in unit sales and sales volume. Average and median sale prices are lower than they were this time last year, offering potential buyers an advantageous position in negotiations.



### April year-over-year sales volume of \$36,906,200

Down 9.36% from 2023's \$40,717,499 with unit sales of 40 down 20% from last April's 23. New listings of 127 are up 16.51% from a year ago, with the sales/listing ratio of 31.50% down 11.10%.



### Year-to-date sales volume of \$122,331,780

Up 16.09% from 2023's \$105,376,099 with unit sales of 146 up 12.31% from 2023's 130. New listings of 396 are up 34.69% from a year ago, with the sales/listing ratio of 36.87% down 7.35%.



### Year-to-date average sale price of \$765,271

Down from \$810,286 one year ago with median sale price of \$752,500 down from \$956,875 one year ago. Average days-on-market of 50 is up 5.5 days from last year.

## APRIL NUMBERS

Median Sale Price

**\$795,000**

-27.4%

Average Sale Price

**\$685,043**

-15.88%

Sales Volume

**\$36,906,200**

-9.36%

Unit Sales

**40**

-20%

New Listings

**127**

+16.51%

Expired Listings

**20**

+150%

Unit Sales/Listings Ratio

**31.50%**

-11.10%

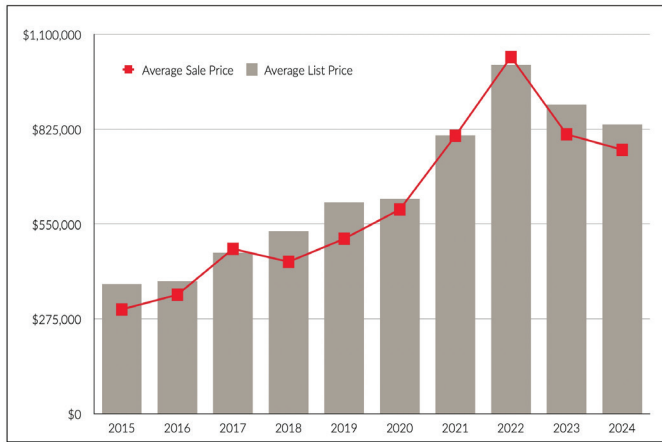
*Year-over-year comparison  
(April 2024 vs. April 2023)*

# THE MARKET IN DETAIL

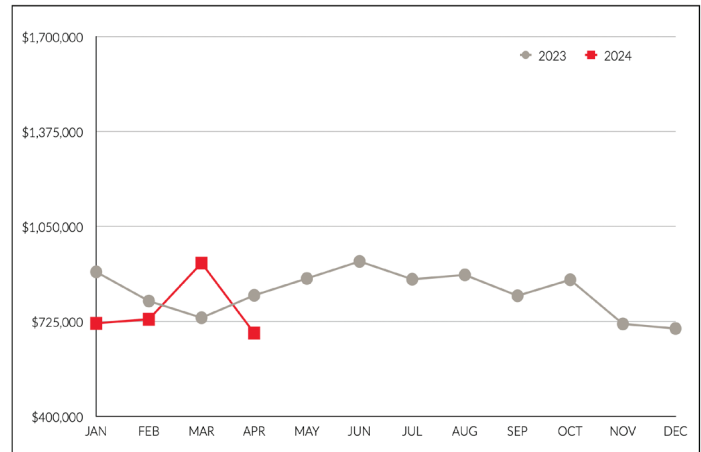
	2022	2023	2024	2023-2024
YTD Volume Sales	\$128,625,470	\$105,376,099	\$122,331,780	+16.09%
YTD Unit Sales	125	130	146	+12.31%
YTD New Listings	168	294	396	+34.69%
YDT Sales/Listings Ratio	74.40%	44.22%	36.87%	-7.35%
YTD Expired Listings	6	46	92	+100%
Monthly Volume Sales	\$54,387,177	\$16,962,300	\$40,299,780	+137.58%
Monthly Unit Sales	53	23	44	+91.3%
Monthly New Listings	73	54	99	+83.33%
Monthly Sales/Listings Ratio	72.60%	42.59%	31.50%	-11.1%
Monthly Expired Listings	1	15	20	+33.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	2	4	1	-75.00%
YTD Sales: \$350K-\$549K	19	25	26	+4.00%
YTD Sales: \$550K-\$749K	31	36	44	+22.22%
YTD Sales: \$750K-\$999K	56	41	38	-7.32%
YTD Sales: \$1M+	67	24	37	+54.17%
YTD Average Days-On-Market	10.00	33.00	56.00	+69.7%
YTD Average Sale Price	\$1,034,093	\$810,286	\$765,271	-5.56%
YTD Median Sale Price	\$1,250,000	\$956,875	\$752,500	-21.36%

Collingwood MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

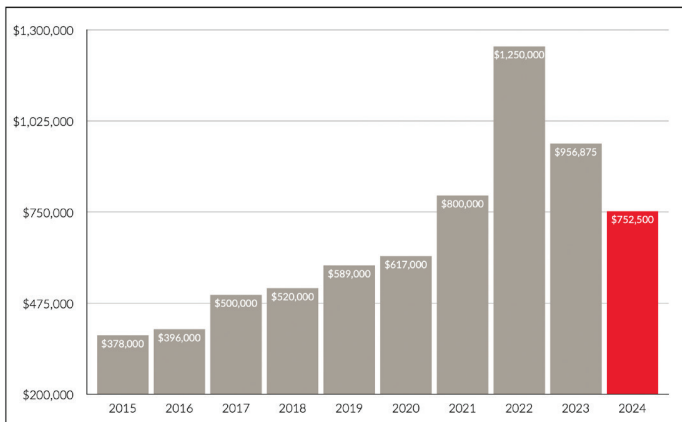


Year-Over-Year

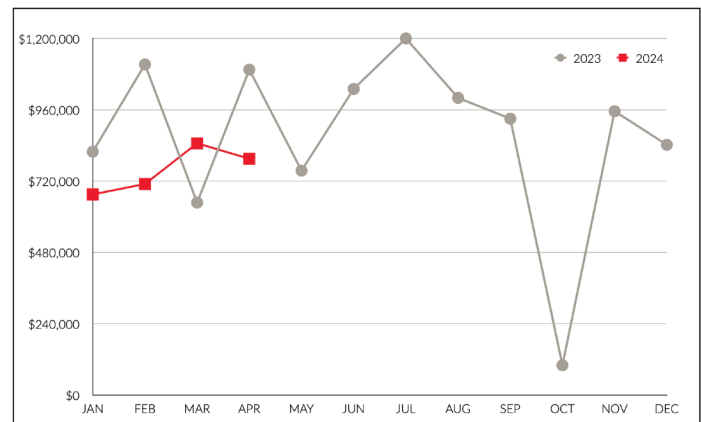


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



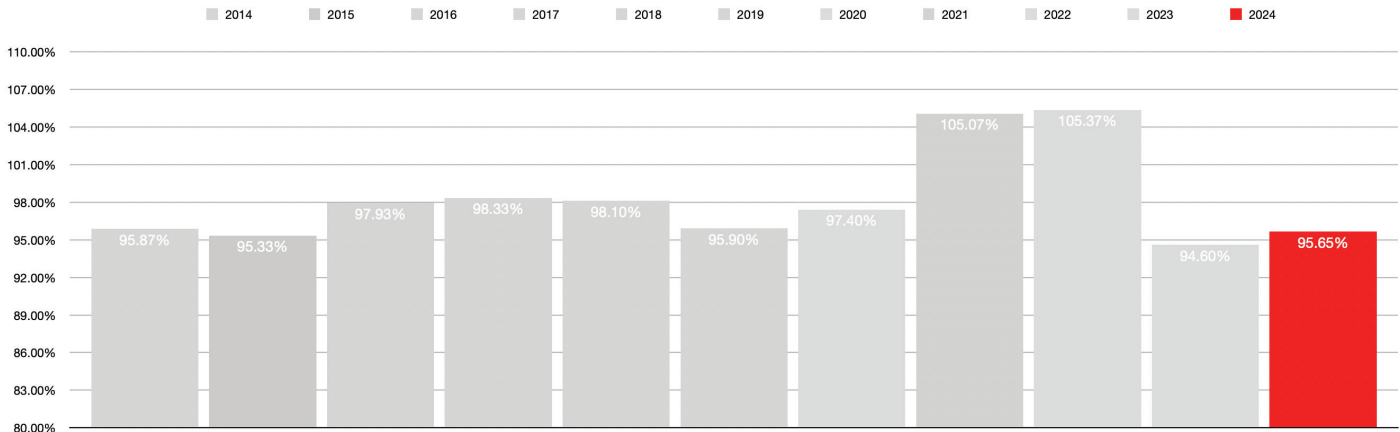
Year-Over-Year



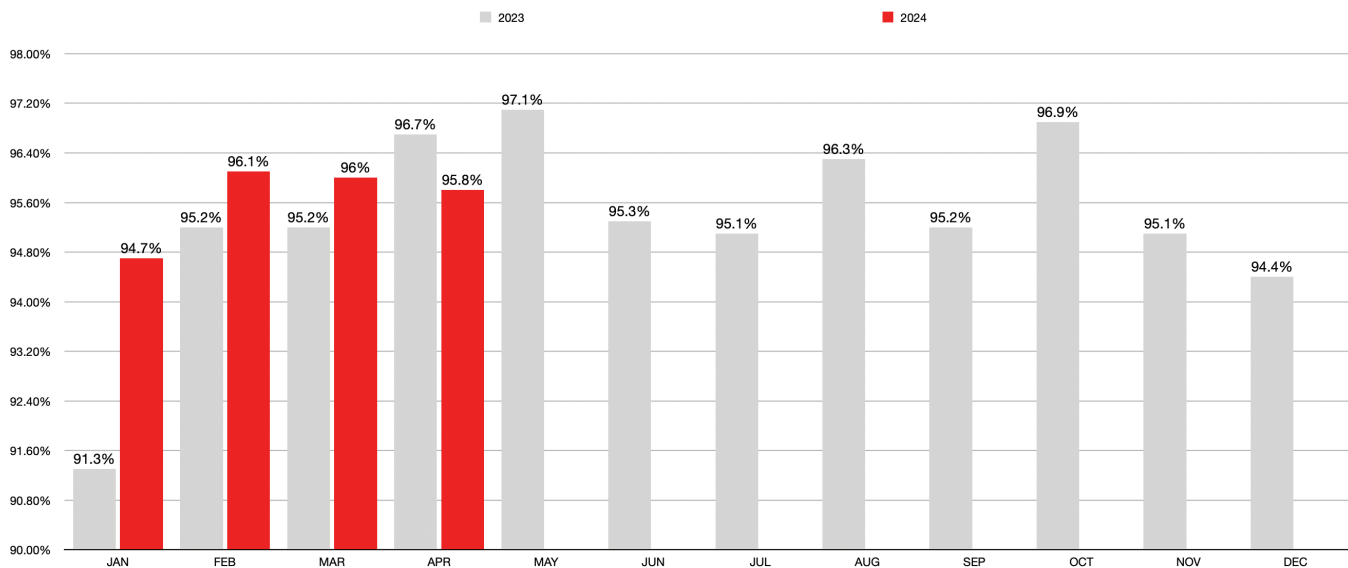
Month-Over-Month 2023 vs. 2024

\* Median sale price is based on residential sales (including freehold and condominiums).

# SALE PRICE VS. LIST PRICE RATIO

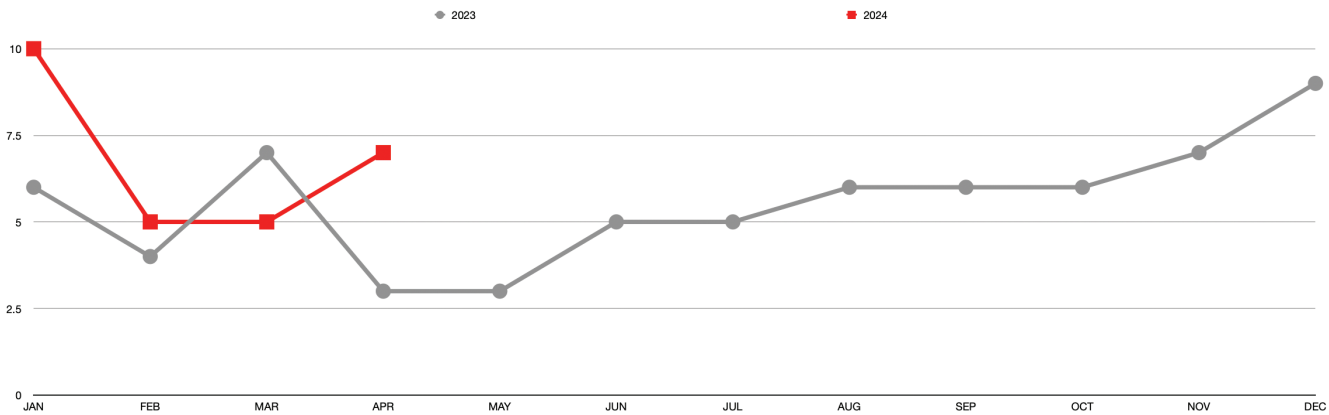


## Year-Over-Year

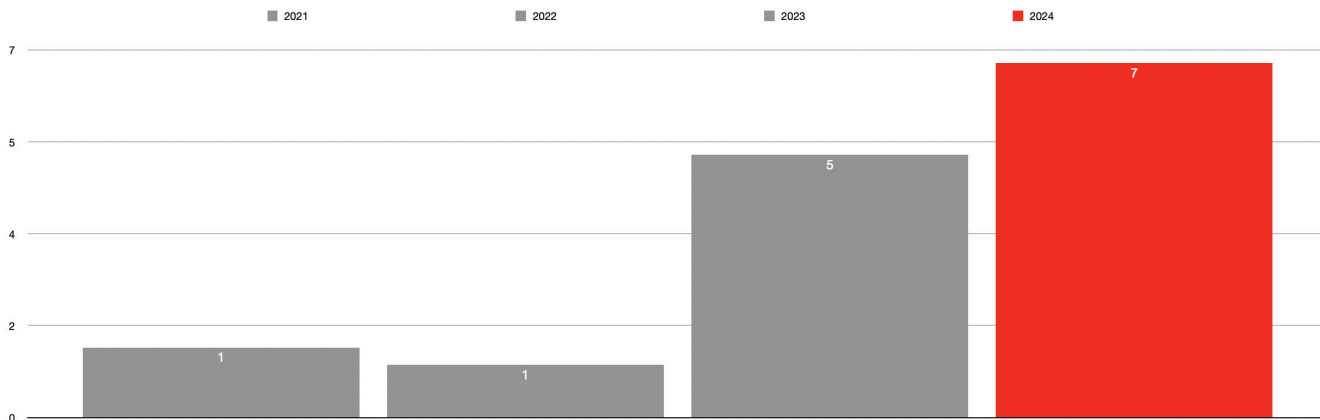


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

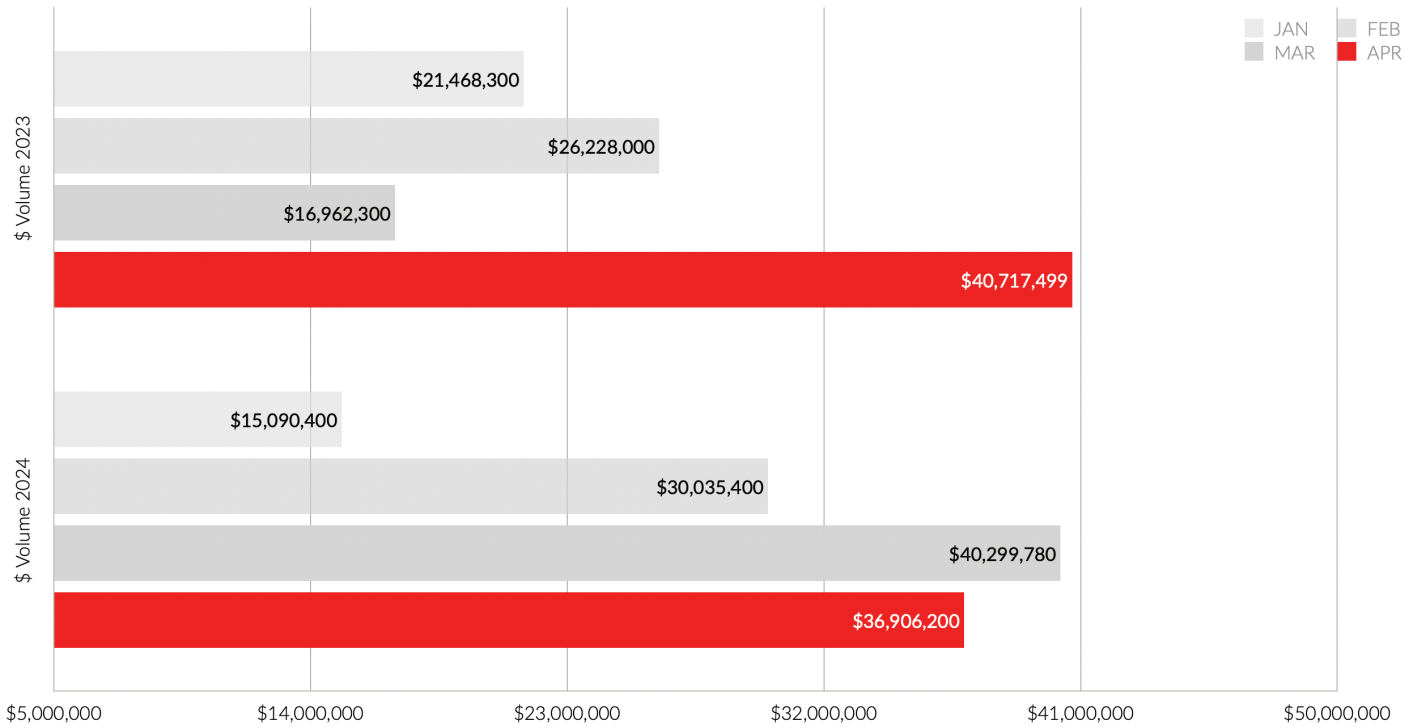


## Month-Over-Month 2023 vs. 2024

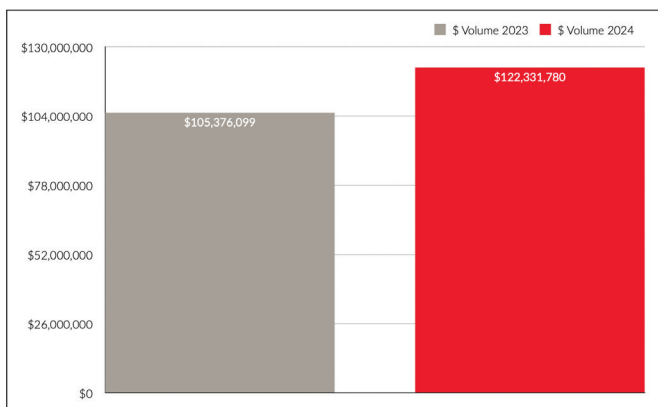


## Year-Over-Year

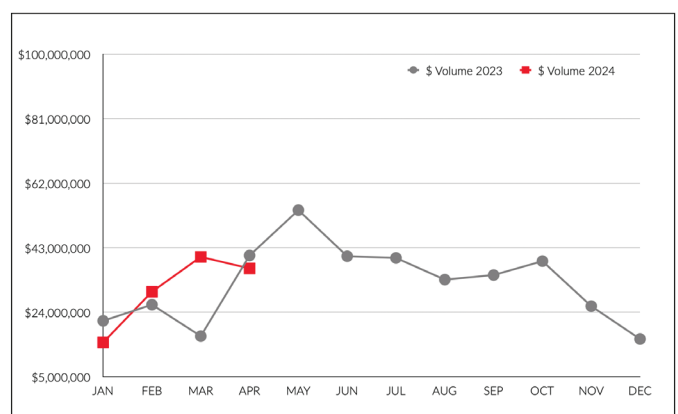
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

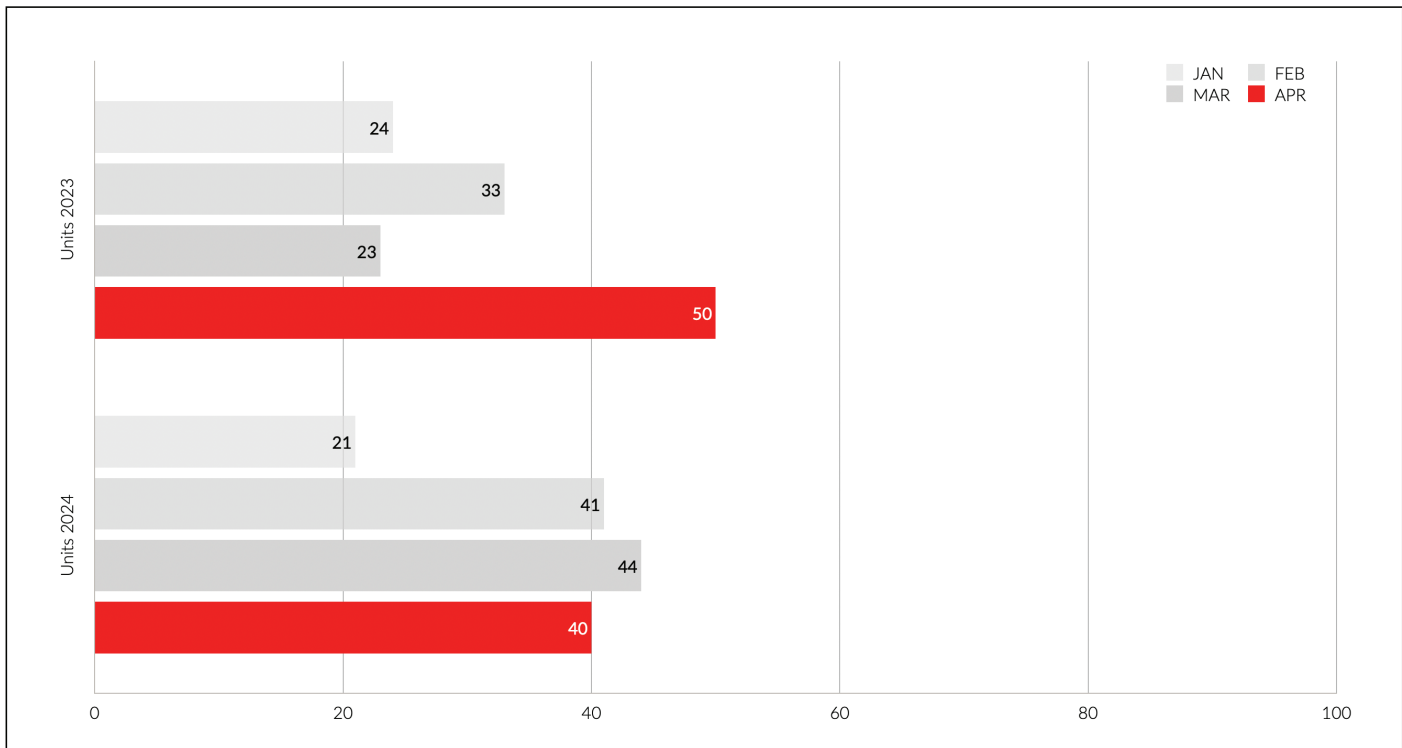


Yearly Totals 2023 vs. 2024

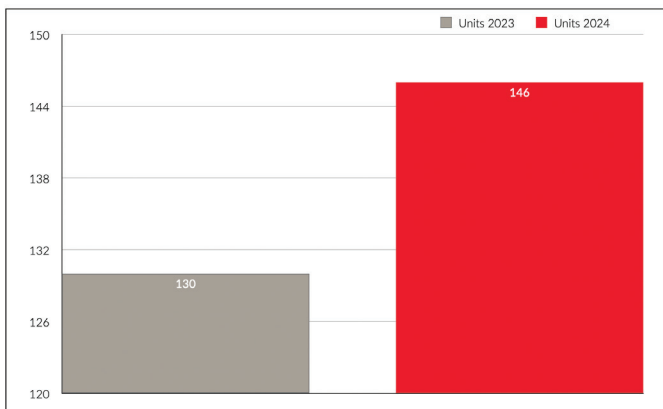


Month vs. Month 2023 vs. 2024

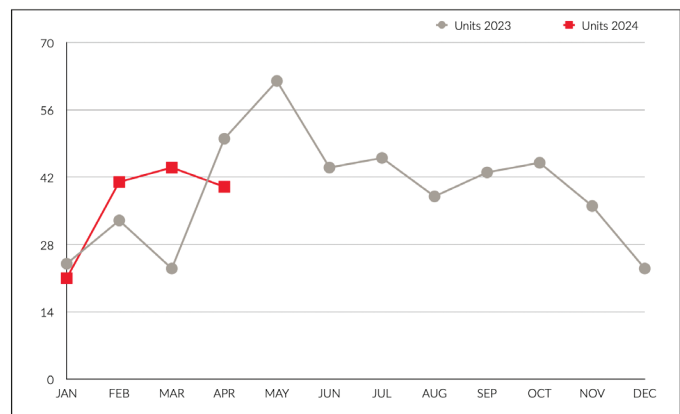
# UNIT SALES



Monthly Comparison 2023 vs. 2024



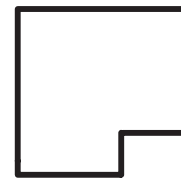
Yearly Totals 2023 vs. 2024


















Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 \$89,720,980 +20.06%	 \$32,610,800 +52.95%	 \$762,500 +593.18%
YTD Unit Sales	 99 +16.47%	 47 +17.5%	 3 +200%
April Average Sale Price	 \$989,804 +5.18%	 \$783,192 +34.03%	 \$110,000 +63.64%
April Sales Volume	 \$29,038,880 +122.45%	 \$11,260,900 +61.41%	 \$180,000 +63.64%
April Unit Sales	 28 +86.67%	 16 No Change	 1 No Change



Year-Over-Year Comparison (2024 vs. 2023)

# OUR LOCATIONS

## **COLLINGWOOD**

705-445-5520  
330 First St, Collingwood

## **CREEMORE**

705-881-9005  
154 Mill St, Unit B, Creemore

## **MEAFORD**

519-538-5755  
96 Sykes St N, Meaford

## **THORNBURY**

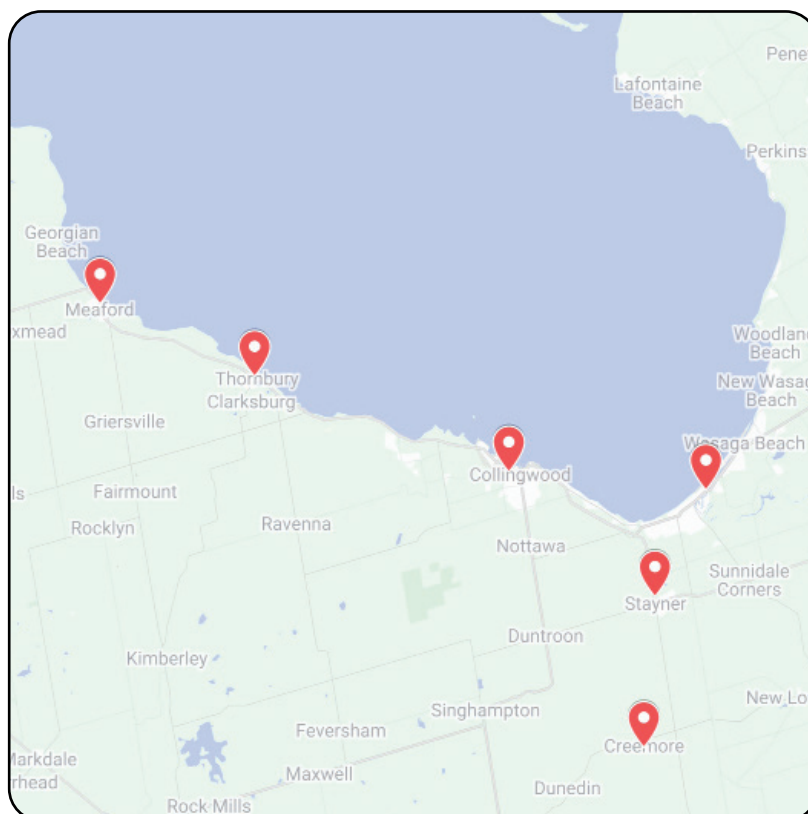
519-599-2136  
27 Arthur St W, Thornbury

## **WASAGA BEACH**

705-429-4800  
1249 Mosley St, Wasaga Beach

## **STAYNER**

705-428-2800  
7458 ON-26 Unit 11, Stayner



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